

Message Text

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PAGE 01 PANAMA 06268 302220Z

70

ACTION EB-06

INFO OCT-01 ARA-06 ISO-00 CCO-00 CIAE-00 OTPE-00 FCC-01

INR-05 NSAE-00 OC-01 RSC-01 COME-00 L-01 H-01 PRS-01

PA-01 /025 W

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R 302158Z OCT 74

FM AMEMBASSY PANAMA

TO SECSTATE WASHDC 2177

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EO 11652: N/A

TAGS: ETEL, PN

SUBJ: TELECOMMUNICATIONS: COMSA/WUI FACILITIES ACQUIRED BY INTEL

REF: PANAMA A-98

1. THE GOVERNMENT-OWNED NATIONAL TELECOMMUNICATIONS INSTITUTE (INTEL) SIGNED AN AGREEMENT ON OCTOBER 29 WITH WESTERN UNION INTERNATIONAL (WUI) FOR ACQUISITION OF THE LATTER'S LOCAL FACILITIES FOR INTERNATIONAL TELEGRAPH AND TELEX SERVICE, CONCLUDING NEGOTIATIONS WHICH BEGAN SOON AFTER INTEL'S TAKE-OVER A YEAR AGO OF THE DOMESTIC TELECOMMUNICATIONS OPERATIONS OF WUI'S LOCAL PARTNER, COMUNICACIONES S.A. (COMSA) (SEE REPAIR). DURING THIS PERIOD WUI HAS TECHNICALLY BEEN OPERATING IN PANAMA WITHOUT A FRANCHISE. ALSO SIGNED WAS AN OPERATING AGREEMENT ENABLING WUI TO ACT AS A CORRESPONDENT FOR FUTURE OUTGOING TRAFFIC.

2. COMMENT: THE PRICE PAID FOR THE COMSA/WUI FACILITIES, WHICH GIVE INTEL ITS FIRST ENTRY INTO INTERNATIONAL SERVICE, WAS NOT MADE PUBLIC. A USUALLY RELIABLE SOURCE EARLIER INFORMED THE EMBASSY THAT WHILE INTEL WAS OFFERING TO PAY ONLY THE SCRAP VALUE OF THE EQUIPMENT, ABOUT \$52,000, REPRESENTING FROM ONE-THIRD TO ONE-HALF ITS DEPRECIATED BOOK VALUE, THE OPERATING AGREEMENT IT WAS WILLING TO GRANT WAS CONSIDERABLY

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MORE BENEFICIAL TO WUI THAN A NORMAL AGREEMENT.

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Message Attributes

Automatic Decaptioning: X
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Concepts: TELECOMMUNICATION, AGREEMENTS, PUBLIC UTILITIES, BUSINESS FIRMS
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Draft Date: 30 OCT 1974
Decaption Date: 01 JAN 1960
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Disposition Approved on Date:
Disposition Authority: boyleja
Disposition Case Number: n/a
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Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
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To: STATE
Type: TE
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